

Job Title:	Head of Philanthropy, Trusts & Foundations
Team:	Philanthropy, Trusts & Foundations
Reports to:	Director of Fundraising

## Role Outline:

Lead the development and delivery of the Charity's philanthropy, trusts and foundations income streams, with accountability for creating and implementing long-term strategies to achieve sustainable income growth.

Provide strategic leadership to the Philanthropy, Trusts and Foundations team, including coaching, performance management and capability development. Foster a high-performing, results-driven culture focused on income growth, high-quality supporter experience and long-term relationship management.

The Head of Philanthropy is responsible for identifying, cultivating and securing major gifts through proactive prospecting and networking, applying a strong understanding of donor engagement, solicitation and stewardship. The postholder is expected to demonstrate a consistent track record of securing significant gifts (ideally at six-figure level or above) and substantial experience of working with senior stakeholders and volunteers to build and maintain high-value relationships and develop robust prospect pipelines.

## Key Competencies:

Strategic Fundraising Major Donor and Trust Fundraising Relationship Building Negotiation and influencing skills	Leadership and People Management Collaboration Business Development and Prospect Management
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## Responsibilities / Accountabilities:

- Develop and deliver a long-term philanthropy, trusts and foundations strategy that supports the Charity's overall objectives and delivers sustainable income growth.
- Lead the cultivation, solicitation and stewardship of major donors, trusts and foundations, securing significant gifts and long-term partnerships.
- Personally manage a portfolio of high-value prospects and supporters, developing tailored engagement strategies to maximise income and impact.
- Oversee the development of compelling funding propositions, cases for support and grant applications.
- Build, manage and maintain a strong and sustainable pipeline of prospects across income streams

- Work with senior leaders, clinicians and colleagues across Sheffield Children's NHS Foundation Trust to identify and develop high-impact funding opportunities.
- Provide strategic leadership, direction and support to the Philanthropy, Trusts and Foundations team.
- Analyse fundraising data and performance, using insights to inform strategy, forecasting and decision-making
- Develop and implement stewardship plans that strengthen long-term relationships and encourage repeat and increased giving.

Behaviours and Qualities:	Skills and Knowledge:
<ul style="list-style-type: none"> <li>• Inspiring and values-led leader, able to motivate, develop and empower high-performing teams</li> <li>• Naturally collaborative, building strong, trusting relationships across teams, senior stakeholders and external partners</li> <li>• Influential and credible, with the confidence to engage, challenge and inspire senior leaders, donors and trustees</li> <li>• Strategic and forward-thinking, with the ability to identify opportunities and drive long-term income growth</li> <li>• Highly motivated, proactive and results-focused, with strong personal accountability for outcomes</li> <li>• Creative and entrepreneurial mindset, seeking out innovative solutions and new opportunities</li> <li>• Resilient and adaptable, able to balance competing priorities and thrive in a fast-paced environment</li> <li>• Insight-led and curious, using data and feedback to continuously improve performance and decision-making</li> </ul>	<ul style="list-style-type: none"> <li>• Proven expertise in philanthropy, major donor fundraising, and trusts and foundations fundraising, including cultivation, solicitation, stewardship and pipeline development</li> <li>• Demonstrable success in securing high-value gifts and developing long-term donor relationships</li> <li>• Advanced relationship management skills, with the ability to plan and deliver tailored engagement strategies for high-value stakeholders</li> <li>• Strong written communication skills, with experience producing compelling cases for support, grant applications and donor communications</li> <li>• Excellent verbal communication and presentation skills, with the ability to engage diverse audiences effectively</li> <li>• Strong organisational and project management capability, with experience managing complex portfolios, multiple priorities and deadlines</li> <li>• Experienced at utilising data for informed decision making and data analytics experience</li> <li>• Knowledge of fundraising regulations, compliance requirements and sector best practice</li> </ul>

# Job Description



	<ul style="list-style-type: none"><li>• Experience working cross-functionally with senior leaders, clinicians or equivalent stakeholder</li></ul>
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This list is not exhaustive, and additional responsibilities may be assigned which are reasonable in order to deliver aims of the Charity

This document will be reviewed periodically and is subject to modifications where appropriate.